



# Negotiation

The procedure of the Communist University in its previous courses has worked well, but it is not so easy to follow consistently in this course on Induction.

We have nearly always been able to present up to four alternative texts in any week, using one of them as the default leading text. The introductions (openings to discussion) have been written like short book reviews of the original material that is at the same time given in the form of PDF files.

We have continued to do this in the first three parts of this “Induction” course, but as we come to the fourth part, it becomes less convenient.

This part is broadly concerned with Corporations, including both co-operatives and companies. The next three weekly parts will deal with Office Processes, Fundraising and Events, and Mass Organisations.

In live discussion, we will have to try to take all these four items into account.

In the case of Negotiation, we are taking it this time as a pre-requisite for understanding business. It will be followed within this part by Contract and Company Law plus Juristic Persons; Entrepreneurship, Trading, and Markup; and Co-operatives and Joint-Stock Companies. The four items will be constructed as a series with the intention of creating an outline of corporate entities, including, but not limited to, trading entities. Political parties, trade unions and similar entities also have some of the characteristics of corporations formed under the law, as do NGOs.

We are still using the MIA document on Negotiation (attached, and downloadable via link below) that we have used in other courses. It describes negotiation in terms of trade union practice. But negotiation happens in all kinds of different situations. Negotiation precedes contract.

The document described many of the practical realities that can take place during the approach to a “deal”. The deal itself will be a contract. We will look at formal contract law in the item that follows this one.

Negotiation is a universal skill used in any kind of business. What may be learned for the purposes of trade union business will be applicable in many other circumstances, including the circumstances of private individuals.

- The above is to introduce an original reading-text: [Marxists Internet Archive, Negotiation](#).
- To download any of the CU courses in PDF files [please click here](#).